

Message Text

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P 292159Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY TOKYO PRIORITY

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E.O. 11652: N/A

TAGS: ETRD, EIND, US, JA

SUBJECT: TRADE FACILITATION COMMITTEE/NIPPON TELEPHONE AND
TELEGRAPH/GENERAL DATACOM

REFS: A. STATE 154923

1. SUMMARY: IN CONNECTION WITH CONTINUING EFFORTS TO
OBTAIN ACCESS TO NIPPON TELEPHONE AND TELEGRAPH CO (NTT)
MARKET, TO WHICH HIGH PRIORITY ASSIGNED, EMBASSY ASSISTANCE
IS REQUESTED IN ARRANGING APPOINTMENTS FOR GENERAL DATACOM
CORPORATION (GDC) EXPORT MARKETS MANAGER WITH APPROPRIATE
NTT AND MINISTRY OF POSTS AND TELECOMMUNICATIONS (MPT)
OFFICIALS DURING VISIT PLANNED FOR LATE SEPTEMBER. (END
SUMMARY)

2. AS INDICATED REFTEL, WE REGARD GAINING ACCESS TO THE
SUBSTANTIAL NTT MARKET FOR U.S. TELECOMMUNICATIONS AND
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ELECTRONICS MANUFACTURERS AN IMPORTANT OBJECTIVE TO BE
PURSUED THROUGH THE TFC. WE INTEND TO CONTINUE PRESSING
THE GOJ ON THIS ISSUE THROUGH SUBMISSION OF INDIVIDUAL COM-
PANY CASES, AS WELL AS DEVELOPMENT OF INDUSTRY-WIDE
GENERIC CASES, PROPOSED CONSULTATIONS WITH U.S. INDUSTRY
AND TRADE DEVELOPMENT EFFORTS. WE WILL BE COMMUNICATING
FURTHER WITH EMBASSY CONCERNING SEVERAL RELATED ACTIVITIES

WHICH ARE UNDER ACTIVE CONSIDERATION. IN THIS CONTEXT, WE WELCOME EMBASSY'S CONTINUED EFFORTS WITH GOJ FOR SATISFACTORY RESOLUTION OF THE GDC CASE. GDC IS ALSO MAINTAINING LIAISON WITH THE COMMERCE TFC STAFF CONCERNING ITS OTHER MARKET DEVELOPMENT EFFORTS IN JAPAN.

3. WAYNE GLAZER, EXPORT MANAGER OF GDC HAS ADVISED US OF GDC'S CONTINUING INTEREST IN DEVELOPING ITS MARKET IN JAPAN, IN SPITE OF FACT THAT GDC'S MODEM TARIFF CASE REMAINS UNRESOLVED. SPECIFICALLY, GLAZER HAS ADVISED US THAT GDC MANAGEMENT HAS MADE A DECISION TO INITIATE A MAJOR EFFORT TO ESTABLISH GDC AS AN OEM SUPPLIER TO NTT. IN CONNECTION WITH THIS, GDC IS PREPARED TO PRODUCE TO NTT SPECIFICATIONS AND STANDARDS AS NECESSARY. GDC PROPOSES TO CONTACT NTT DIRECTLY WITHOUT WORKING THROUGH ITS LOCAL DISTRIBUTOR. GDC RECOGNIZES THE OBSTACLES AND DIFFICULTIES IT FACES IN ACHIEVING THIS OBJECTIVE, BUT IS PREPARED TO WORK CLOSELY WITH USDOC/EMBASSY IN MAKING THIS APPROACH AND TESTING GOJ'S COMMITMENT TO PROVIDE GREATER ACCESS TO IMPORTS. DEPENDING ON RESULTS GDC'S EFFORTS, WE WOULD CONSIDER POSSIBLE ACTION THROUGH TFC, EITHER DIRECTLY ON GDC'S BEHALF, OR IN GENERIC CASE.

4. GLAZER PROPOSES TO MAKE A TRIP TO TOKYO DURING THE SECOND HALF OF SEPTEMBER TO INITIATE DIRECT CONTACT WITH LIMITED OFFICIAL USE

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NTT. HE WOULD LIKE TO SCHEDULE A VISIT OF SEVERAL DAYS AROUND SOME FIRM APPOINTMENTS, AND WOULD APPRECIATE IT IF EMBASSY COULD ASSIST IN IDENTIFYING AND ARRANGING APPOINTMENTS WITH KEY NTT AND MPT (IF APPROPRIATE) OFFICIALS CONCERNED WITH PROCUREMENT AND DESIGN. DURING THESE PRELIMINARY VISITS HE WOULD NOT EXPECT EMBASSY TO PARTICIPATE IN MEETINGS; HOWEVER, HE WOULD APPRECIATE OPPORTUNITY OBTAIN BENEFIT OF EMBASSY'S INSIGHTS INTO NTT PERSONALITIES, PRACTICES AND PROCEDURES.

5. ACTION REQUESTED: EMBASSY IS REQUESTED TO ARRANGE APPOINTMENTS IF POSSIBLE AND ADVISE US OF DATES SO THAT GLAZER CAN PLAN HIS TRIP ACCORDINGLY. ALSO, PLEASE ADVISE IF IT WOULD BE APPROPRIATE AND DESIRABLE FOR GLAZER TO WRITE TO THE OFFICIALS CONCERNED. WE ALSO WELCOME EMBASSY'S COMMENTS ON DEVELOPING A STRATEGY FOR ATTEMPTING TO OPEN THE NTT MARKET. CHRISTOPHER

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